

## Message Text

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PAGE 01 STATE 109237  
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/MEPD/JPHILBRICK/CF

-----141030Z 130528 /15

P 132026Z MAY 77

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI PRIORITY

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E.O. 11652: N/A

TAGS: BENC, IN

SUBJECT: MAJOR PROJECT: KARNAPAKA AND MAHARASHTRA  
POWER GENERATION PROJECTS

1. MAJOR PROJECTS DIVISION USDOC WAS CONTACTED BY WESTINGHOUSE'S WASHINGTON REP REGARDING WESTINGHOUSE'S BID TO BAHARAT HEAVY ELECTRICAL COMPANY TO PROVIDE TWELVE GAS TURBINES FOR POWER GENERATION PROJECTS AT MAHARASHTRA AND KARNAPAKA. THE WESTINGHOUSE BID IS FOR ABOUT 81 MILLION DOLLARS WHICH INCLUDES ABOUT 40 MILLION DOLLARS FROM THE U.S. AND 35 MILLION DOLLARS FROM WESTINGHOUSE BELGIUM. THE TWO OTHER FINALISTS ARE BROWN BOVERI OF SWITZERLAND AND AEG OF GERMANY. ALTHOUGH WESTINGHOUSE'S BID IS 3 PERCENT HIGH ON EQUIPMENT, THE FIRM FEELS THAT IT IS AHEAD IN OTHER AREAS SO THAT TOTAL EVALUATION MAY WELL FIND WESTINGHOUSE IN BEST POSITION.

2. WESTINGHOUSE'S LOCAL AGENT FOR THIS PROJECT IS HARISH BHARGAVA, OF ESCORTS LTD, NEW DELHI. BHARAT HEAVY ELECTRICAL COMPANY, WHOLLY GOI-OWNED, IS ALSO IN NEW DELHI. WESTINGHOUSE INFORMS MEPD THAT A PRELIMINARY  
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RECOMMENDATION WILL BE MADE TO PARLIAMENT THURSDAY MAY TWELVE. HOWEVER, WESTINGHOUSE UNDERSTANDS THAT THE

THURSDAY RECOMMENDATION IS VERY PRELIMINARY AND THAT A FINAL DECISION WILL NOT BE REACHED UNTIL SOMETIME IN JUNE.

3. PURPOSE OF WESTINGHOUSE'S CALL TO MEPD WAS TO REQUEST EMBASSY NEW DELHI MAKE REPRESENTATIONS AT HIGHEST APPROPRIATE LEVEL REGARDING THE INTEREST OF THE USG IN SEEING THIS CONTRACT AWARD GO TO THE ONLY U.S. BIDDER. FYI: WESTINGHOUSE INFORMS MEPD THAT THE BELGIAN AMBASSADOR HAS ALREADY MADE SUCH REPRESENTATIONS ON BEHALF OF THE WESTINGHOUSE JOINT BID FROM BELGIUM AND THE U.S. WESTINGHOUSE IS HOPEFUL THAT IF THE U.S. ALSO STEPS FORWARD, THE COMBINATION WILL BE UNBEATABLE. END FYI.

MEPD WILL APPRECIATE EMBASSY KEEPING CLOSE WATCH ON SITUATION AND REPORTING DEVELOPMENTS.  
CHRISTOPHER

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NNN

## Message Attributes

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**To:** NEW DELHI  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009